

<b>MEDICAL SCIENCE LIAISON CARDIOVASCULAR</b>
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Division / Department: **DAIICHI SANKYO BELGIUM (DSBE) / MEDICAL**

Reports to: **MEDICAL AFFAIRS MANAGER CARDIOVASCULAR**

### **a. Context**

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The Medical Science Liaison Cardiovascular South (MSL CV) is member of the DSBE medical affairs department and member of the cross-functional regional teams.

### **b. Purpose of the job**

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The MSL CV builds long-term partnerships and advocacy with external customers to improve patient care. (S)he demonstrates mastery and innovation in the ability to develop on-going professional relationships with national and regional healthcare opinion leaders and healthcare professionals to provide medical and scientific support for Daiichi Sankyo initiatives in selected therapeutic areas. Within the agreed strategy, the MSL educates healthcare professionals, Daiichi Sankyo internal colleagues (e.g. Medical, Marketing, and Sales), and decision makers in healthcare systems regarding therapeutic areas and related products and services developed and commercialized by Daiichi Sankyo. The MSL identifies and establishes networks for most effective and efficient medical-scientific communication.

### **c. Result areas**

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Based on pre-defined segmentation and profiling criteria, identifies and maps qualified **thought leaders and scientific networks** on an international, national and regional level

- Has a strong cross-functional **strategic focus**
- Contributes to the national **KEE (Key External Expert) plan**, owned by the Medical Manager
- Is responsible for the **regional KEE plan**, in collaboration with the commercial colleagues
- Ensures Medical Affairs input is given into the **regional plans**
- **Executes Medical part of the regional plan**

**Liases with external customers** to enhance acceptance and advocacy of Daiichi Sankyo contributions to advancing medical practice (products, evidence and services) within the scientific community

- Builds rapport and maintains **peer-to-peer relationships** with key influencers at major academic institutions, hospitals and scientific societies
- Tailors **patient-centric** peer-to-peer scientific discussions to customer needs, incorporating promptly latest scientific evidence, in compliance with local rules and regulations

- **Collects insights** from KEEs and brings these insights into the company via peer-to-peer discussions or advisory boards
- Supports **speakers** in preparing and delivering presentations and scientific contributions upon request, e.g. accompanies to international and national congresses and scientific events
- Ensures medical value messages on the products/areas of therapeutic interest are conveyed and advocacy for Daiichi Sankyo **contributions to medical practice** (products, studies and services) is developed.
- Enhances **company reputation** in terms of medical and scientific expertise by engaging and discussing with thought leaders and key influencers on a high scientific level
- Reactively and balanced **advises customers on questions relating to product use** (within and outside of the approved label) to better serve patient needs and in compliance with applicable laws, rules and regulations
- Provides **answers upon unsolicited requests for scientific information** in line with medical information rules (use of medical information system, preapproved documents...) and in alignment with Medical Information Manager

Sets up and implement **scientific projects** that make a difference to customers and patients.  
Examples are **care-improving** projects, **medical education** programs, **scientific research** programs.

- Identifies topics of interest among the scientific community by **capturing customer insights** and needs and effectively engages with collaborative clinical groups to define medical programs and activities where appropriate
- Effectively collaborates with medical managers to **develop supporting content** for scientific projects
- Conducts programs in line with corporate requirements and ensures the validity of the scientific content
- Effectively communicates expert opinion on scientific, medical and regulatory information through meetings and develops strong scientific relationships by ensuring integrity and accuracy of data

Supports the development and implementation of **clinical trials and registries**

- Brings local **support to clinical operations** by providing scientific consulting services to trial investigators of clinical studies and registries
- Catches proposals for **Investigator-Initiated Trials**, drives the approval process in line with local processes and ensures appropriate follow-up in line with rules and regulations

Brings value as internal and external Medical Affairs **Subject Matter Expert**.

- Provides **scientific support to commercial customer facing functions** and conducts internal trainings to keep them updated on clinical data and scientific insights
- Effectively supports customer facing functions by **providing medical expertise**
- Develops and conducts **internal scientific trainings** on a regular basis to make sure all field force roles are aware of new clinical data and scientific insights
- Supports Key Account Managers related to **local market access** (example: formulary discussions)

- Provides customized scientific support (e.g. presentations, slide-kits, etc.) as requested in line with applicable laws, rules and regulations and product strategy

Continuously engages to improve Daiichi Sankyo capabilities **building scientific knowledge** and **gathering competitive intelligence** to enable effective decision-making, customer engagement and brand performance

- Acts proactively to **understand competitor activities, strategies and programs** and makes full use all company information systems and business tools to ensure competitive intelligence is disseminated broadly within the organisation
- Effectively **leverages insights on competitor behaviour to anticipate future industry trends and opportunities/threats** for Daiichi Sankyo products/brands
- Takes personal ownership for maintaining an **expert understanding** of all relevant clinical information for Daiichi Sankyo brands, competitors and therapeutic areas
- Supports the affiliate Medical Affairs department in development of Medical Affairs tactics with a **strong cross-functional strategic focus**

Conducts all activities in accordance with the applicable **laws, rules and regulations**

- Respects the rules governing relationships with Health Care Providers
- Act in compliance with all local laws, rules and regulations
- Declares immediately any adverse event or quality complaint to the responsible person for pharmacovigilance in accordance with the applicable laws, rules and regulations

#### **d. Education and Experience**

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- Education: A doctoral degree (Ph.D., Pharm.D., M.D., or equivalent) in life sciences.
- Experience: Minimum of 3 years of experience in a Medical Science Liaison role (or similar) within the pharmaceutical industry, with a specific focus on cardiovascular medicine.
- Clinical Expertise: Understanding of cardiovascular diseases, treatments, and emerging therapies. Experience in cardiology clinical practice or research is a significant advantage.
- Communication Skills: Exceptional communication and presentation skills, with the ability to convey complex scientific information clearly and effectively.
- Networking: Proven ability to establish and maintain relationships with KOLs and healthcare professionals in the cardiovascular field.
- Teamwork: Ability to collaborate effectively with cross-functional teams and work in a fast-paced, dynamic environment.
- Regulatory Compliance: Thorough knowledge of relevant regulations and guidelines governing interactions with healthcare professionals and clinical research.
- Travel: This is a field-based position. Willingness to travel extensively (mainly in the south of Belgium) to engage with KOLs, attend conferences, and support clinical trial sites
- Excellent communication skills (verbal and written) in French.
- Languages: Fluent French and English and Dutch is a plus.